



## BUSINESS DEVELOPMENT NEWS

It has been a busy two years since the last Project Masters Newsletter and a lot has happened in that time period. The company has grown and matured as a trusted project management training, consulting and staffing resource serving the government, commercial and non profit sectors primarily in the Baltimore / Washington areas (although recent engagements have been completed in Phoenix, Arizona, Los Angeles, California, and Louisville, Kentucky). Despite its recent surge in business activity, the most appropriate comment about Project Masters came from a DOD Intelligence official, who, after a Project Masters Capabilities briefing, said ...

“Project Masters, because of its success in attaining key contract vehicles, the necessary security clearances, key partnerships with strategically placed large contractors, and understanding the value of its offerings, is well positioned, as a small company, to achieve significant growth with (this) agency”.

As it has for the past 11 years, Project Masters for the past two years

provided tailored project management training to a wide spectrum of organizations including the Rogers Corporation (a Connecticut based world-wide

manufacturing company), the Invista Corporation (a Wichita KS based textile company), Shire Pharmaceutical, Danya Healthcare, Johns Hopkins

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### ANNOUNCING OUR NEW VICE PRESIDENT OF OPERATIONS

PROJECT MASTERS, INC., a recognized leader in project management solutions, recently announced the appointment of Robert Ware as the company’s Vice President of Training and Operations. In this role, Mr. Ware will be responsible for overseeing new and existing business within the commercial and government arena as it relates to project management consulting and training. He will be responsible for developing new advanced project/program management training courses.



**Robert Ware, PMP**

Robert Ware has over 30 years experience in design and implementation of automated information processing systems for government, educational and private organizations. He also has extensive experience in training and educating others in the concepts and use of Knowledge / In-

formation Processing Systems as well as in managing information systems projects.

Robert has over ten years experience writing course materials and delivering training in the area of Project Management. He has provided training in Project Management Theory to a wide range of Government Agencies, Academic Institutions, National and International Corporations. Mr. Ware also

provides training and consultation relative to implementation of Project Management Systems, Establishment of Standards and Business Processes, Design and Implementation of Project Management Offices, and development and use of tools and techniques necessary to institutionalize corporate knowledge gained through the project management process.

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Medical Institute, The Maryland State Retirement Agency, PSI International and The US Department of Commerce. In that same time period, project management consulting and staffing resources have been provided to Southern Maryland Electric Cooperative (SMECO), the Washington Suburban Sanitary Commission, USDA (via its priming partner, IN-SERSO), and NPR.

Significant (and valued) client relationships have been both created and enhanced, via formalized contracts, with the Johns Hopkins Applied Physics Lab – Ongoing Project Management Training and two Consulting projects, the U.S. Army Corps of Engineers – a three year BPA to do PMP Certification Training Corps - Wide, the U.S. Department of Labor – a three year Sole Source 8(a) contract to do project management training, the U.S. Department of Education, Federal Student Aid – two contracts to provide beginning and intermediate project management training, the U.S. Department of Health and Human Services, Agency for Healthcare Research and Quality – a three year project management training and consulting agreement, and GlaxoSmithKline - a contract to provide the project management lead resource in a \$300 million Pandemic Flu Virus Program for the federal

government.

Project Masters was awarded a prime contract with OPM's GoLearn Program that allows it to bid on task orders related to the Special Technical Area of staff support and project management services and it is currently sub contracting to two major contract vehicles: the State of Maryland Consulting and Training Vehicle (MCATSII) – JayPar is the Prime, and the OPM TMA IDIQ Contract – Kadix is the Prime here. Project Masters is currently a subcontracting team member on two major NSA vehicles that are in process, pending award, NSETTSII (with ProSync) and EPMII (with Boeing). In order to be considered for those teams, Project Masters had to have a Top Secret Facilities Clearance, which it attained in 2006.

Although it has its share of challenges, as most small businesses do, Project Masters is well positioned, by virtue of its strong team of PMP Certified Trainers, Consultants and Contractors, to be the preferred project management resource to an increasing number of respected institutions in the Baltimore Washington area.

*By David Parris*

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## U.S. Department of Labor

One of Project Masters' oldest and most loyal clients, the U.S. Department of Labor has maintained a strong commitment to developing project management competency through the consistent development of Project Management Professionals (PMPs), and ongoing advanced project management training to increase competencies and efficiencies among its project teams. Project Masters has been the preferred project management training provider for the Department of Labor (DOL) and currently holds a sole source 8 (a) contract for that purpose. In the early years of the relationship, Project Masters assisted DOL in rescuing a failing Public Key Infrastructure project and providing a comprehensive assessment of DOL's project management capabilities. What followed from these activities was an ongoing commitment to project management training provided by Project Masters. In response to requests from DOL PMPs in 2005, Project Masters assisted DOL in starting a satellite PMI chapter at DOL. It has been an unqualified success, meeting every first Wednesday at DOL.

As a result of its commitment to formal project management training and development and comprehensive project accountability, DOL has become a model federal agency in meeting and exceeding the objectives of the President's Management Agenda.

*By David Parris*